

## Message Text

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43

ACTION EB-11

INFO OCT-01 AF-10 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 AID-20 RSR-01 /066 W

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R 301610 Z APR 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 9327

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E. O. 11652 N/A

TAGS: ETRN, NI

SUBJECT: TWA MANAGEMENT CONTRACT

REF: LAGOS 3193

1. BEGIN SUMMARY: TRANSPORT MINISTRY HAS REJECTED EXTENSION TWA ADVISORY CONTRACT SO TWA GROUP LEAVING AS SOON AS POSSIBLE AFTER APRIL 30 WHEN ADVISORY CONTRACT EXPIRES. ALTHOUGH MINISTRY NOTES THAT FMG STILL CONSIDERING MANAGEMENT CONTRACT, LOCAL TWA GROUP BELIEVES THERE PRACTICALLY NO CHANCE TWA WILL RETURN. WHILE EMBASSY AGREES TWA CHANCES SOMEWHAT SLIM, WE OBSERVED NIGERIAN BUREAUCRACY WORKS IN STRANGE WAYS. THERE STILL IS SOME CHANCE EXECUTIVE COUNCIL WILL TURN BACK TO TWA. END SUMMARY.

2. LOCAL TWA REP BARNEY TUMEY TELLS US THAT LATE SATURDAY AFTERNOON, APRIL 28, HE RECEIVED LETTER FROM MOT ( SIGNED BY EITHER OBI OR LONGE ) IN REPLY TO TWA VP MATT KENNEDY'S LETTER OF APRIL 24 PROPOSING A BRIEF EXTENSION OF ADVISORY PHASE OF TWA CONTRACT IN ORDER AVOID BREAK-UP OF TWA TEAM WHILE TWA REVEALS IN-DEPTH STUDY TO DECIDE WHETHER IT WISHED TO MOVE INTO MANAGEMENT ARRANGEMENT WITH TWA. MOT LETTER NOTES THAT TWA'S STUDY IS NOW COMPLETE, SO THE TWA TEAM WOULD HAVE NOTHING FURTHER TO DO IN THAT FIELD. LETTER CONTINUES THAT SINCE TWA

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HAS NOT WANTED TO TAKE ON ANY MANAGERIAL ROLE UNTIL THE MANAGEMENT PHASE OF CONTRACT BEGINS, THERE IS ALSO NOTHING TEAM COULD DO IN THAT AREA. THEREFORE, LETTER CONCLUDES THAT "THERE CAN BE NO QUESTION" OF EXTENDING TWA ADVISORY CONTRACT BEYOND ITS TERMINATION DATE OF APRIL 30. TUMEY SAYS THAT MOT LETTER DOES, HOWEVER, INDICATE FMG'S INTENTION TO CONTINUE WITH ITS EXAMINATION OF IN-DEPTH STUDY WITH A VIEW TO REACHING A DECISION TO MOVE INTO MANAGEMENT PHASE OF CONTRACT WITH TWA.

3. CONSEQUENTLY, ENTIRE TWA GROUP OF 8-10 PEOPLE IS MAKING ARRANGEMENTS TO LEAVE NIGERIA BY MIDDLE OF THIS WEEK. TUMEY EXPECTS THAT THESE PEOPLE WILL BE RETURNED TO THEIR ORIGINAL SECTIONS OF TWA, IN EFFECT DISPERSED THROUGHOUT THE TWA SYSTEM. THIS WOULD, OF COURSE, MAKE IT VERY DIFFICULT TO RECONSTITUTE TEAM, BUT UNDER CIRCUMSTANCES TUMEY DOUBTS THAT TWA MANAGEMENT WILL FEEL THAT IT HAS MUCH CHOICE IN THIS MATTER.

4. TUMEY NOTES THAT ALTHOUGH LETTER LEAVES OPEN QUESTION OF MOVE INTO MANAGEMENT PHASE OF CONTRACT, HE BELIEVES THAT STRING HAS BEEN PLAYED OUT AND THAT TWA WILL NOT BE OFFERED MANAGEMENT CONTRACT, AT LEAST UNDER CONDITIONS IT COULD ACCEPT. HE BASES HIS CONCLUSION ON RESULTS OF HIS TALKS WITH TOP NIGERIAN AVIATION OFFICIALS ON OPERATIONAL AND POLICY MATTERS DURING PAST MONTH. HE SEES NO WILLINGNESS ON PART OF THESE OFFICIALS TO AGREE TO STANDARDS THAT TWA CONSIDERS MINIMAL FOR OPERATION OF A FIRST-CLASS AIRLINE. HE ALSO DOUBTS THAT THEY WOULD BE PREPARED TO GIVE TWA MANAGEMENT LATITUDE IT WOULD REQUIRE. THE ONLY BRIGHT SPOT THAT HE SEES WAS CONDUCT OF TECHNICAL REVIEW OF TWA'S IN-DEPTH STUDY. HE SAID THAT THIS EXERCISE, LED BY DR. N. O. AMUSA-SHONUBI, WENT VERY WELL; HIGH PROFESSIONAL STANDARDS WERE MAINTAINED BY BOTH SIDES.

5. COMMENT: EMBASSY AGREES THAT PROSPECTS ARE NOT BRIGHT FOR TWA. TURNING DOWN OF OFFER OF INTERIM CONTINUATION OF TEAM WOULD SEEM AT MINIMUM TO INDICATE THAT LIMITED OFFICIAL USE

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OBI AND LONGE HAVE STRONG DOUBTS ABOUT WANTING TO CONTINUE WITH TWA. NEVERTHELESS, EMBASSY DOES NOT BELIEVE THAT DISMANTLING OF TEAM WAS INTENDED TO CLOSE DOOR COMPLETELY. NIGERIAN BUREAUCRACY WORKS IN STRANGE FASHIONS AND SELDOM IN WAYS THAT PRODUCE "LEAST-COST" SOLUTIONS TO PROBLEMS LIKE THIS. IT MAY BE TRUE, AS MOT LETTER STATES LITERALLY, THAT TWA TEAM SENT OUT

BECAUSE MOT COULD NOT SEE ANY ROLE FOR IT WHILE FEC  
DEBATES NEXT STEPS. IT WORTH RECALLING THAT IT WILL  
BE FEDERAL EXECUTIVE COUNCIL, NOT MOT, THAT WILL MAKE  
ULTIMATE DECISION. IT WILL NOT BE EASY FOR COUNCIL  
TO TURN DOWN TWA. AIRLINE'S PROBLEMS WIDELY RECOGNIZED  
TO BE SERVE AN SOME CREDIBLE ALTERNATIVE TO TWA, WHICH  
DOES NOT SEEM TO BE ON HORIZON, WOULD HAVE TO BE CON-  
COCTED. IN END, COUNCIL MAY TURN BACK TO TWA, ALTHOUGH  
CURRENT ODDS WOULD APPEAR TO BE SOMEWHAT AGAINST THIS  
OUTCOME.  
REINHARDT

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NMAFVVZCZ

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